

Message Text

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R 071727Z OCT 76

FM SECSTATE WASHDC

TO AMCONSUL RIO DE JANIERO

AMCONSUL SAO PAULO

AMEMBASSY CARACAS

AMEMBASSY PARIS

INFO AMEMBASSY TEHRAN

AMEMBASSY CAIRO

AMEMBASSY SINGAPORE

UNCLAS STATE 249529

E.O. 11652: N/A

TAGS: BENC, BR, VE, FR

SUBJECT: MAJOR PROJECT: AUTOMATIC FARE COLLECTION
SYSTEMS FOR MASS TRANSIT

1. COMMERCE MAJOR PROJECTS HAD RECENT VISIT FROM TOM LANCASTER, SALES MANAGER, CUBIC-WESTERN DATA, SUBSIDIARY CUBIC CORPORATION, SAN DIEGO, CALIFORNIA. CUBIC-WESTERN HAS \$53 MILLION CONTRACT SUPPLY WASHINGTON METRO AND HAS DESIGNED AND PRODUCED SIMILAR EQUIPMENT SAN FRANCISCO BART, PHILADELPHIA AREA TRANSIT (PATCO), BOEING PRT IN MORGANTOWN, W. VA., LONG ISLAND RR, AND ILLINOIS CENTRAL GOLF RR IN CHICAGO, CUBIC-WESTERN ALSO RECEIVED \$15 MILLION ORDER FOR HONG KONG MASS RAPID TRANSIT.

2. LANCASTER FOLLOWING OTHER MASS TRANSIT PROJECTS OVER-
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SEAS AND EXPLAINED THAT MAJOR COMPETITION IS FRENCH FIRM,

CGA, WHICH LANCASTER BELIEVED WAS ABBREVIATION COMPAGNIE GENERALE AUTOMATIQUE. AS PARIS METRO SUBSIDIARY, SOFRETU, ENGINEERING CONSULTANT ON NUMBER OVERSEAS MASS TRANSIT PROJECTS (VIZ. MEXICO CITY, RIO, SAO PAULO, TEHRAN, CAIRO), CUBIC-WESTERN NORMALLY EFFECTIVELY EXCLUDED FROM BIDDING AS ENGINEERING TIGHTLY DRAWN TO CGA EQUIPMENT

BY SPECIFYING MAGNETIC FARE CARD DIMENSIONS AND EXACT SIZE TICKET MACHINES, ENTRY AND EXIT GATES, ETC.

3. FOR RIO AND SAO PAULO. WOULD APPRECIATE ANY INFO CONGENS CAN DEVELOP ON WHETHER SOFRETU HAS CONTRACTS STUDY OR DESIGN AUTOMATIC FARE COLLECTION SYSTEMS.

4. FOR CARACAS. ACCORDING LANCASTER, ALLAN M. VOORHEES (SUBSIDIARY PLANNING RESEARCH) PREPARING FARE STUDY TO BE SUBMITTED TO JOSE GONZALES LANDER IN MID-DECEMBER. IF DECISION ADOPT AUTOMATIC FARE COLLECTION AFFIRMATIVE, PBTB WILL PREPARE SPECIFICATIONS NEXT SPRING WITH TENDERS LET SOMETIME NEXT SUMMER.

5. FOR PARIS. WOULD APPRECIATE ANY BACKGROUND READILY AVAILABLE ON CGA INCLUDING ITS RELATIONSHIP WITH SOFRETU AND FRENCH GOVERNMENT. ROBINSON

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SAO PAULO
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